



U.S. Small Business
Administration



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Administration

Resource Partners Meeting

Los Angeles District Office – Glendale, CA

March 26, 2018

“Aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns”



Office of Small Business

L.A. County's Contracting Connections



LOS ANGELES COUNTY
**CONSUMER &
BUSINESS AFFAIRS**

Small Business Services



- **Small Business Counseling**

Registering and certifying small & disabled veteran-owned businesses, and social enterprises. Offers assistance with resources and information on doing business with the County.

- **Procurement Technical Assistance Center**

Information, resources, and training for small businesses who want to sell to local, state, and federal governments.

- **Small Business Concierge**

One-stop shop for business owners in Los Angeles County. Offers help with obtaining necessary permits, funding for starting your business, counseling and more.

Small Business Utilization Plan



In July 2016 the Board of Supervisors passed a 4 year plan to increase utilization of Local Small Business, (LSBE) and Disabled Veteran Business (DVBE) countywide by 25% and 3% respectively

- Enhanced the bid preference from 8% to 15%
- Raised the cap on the preference from \$50K to \$150K
- Called for the creation of a new preference program for Social Enterprises (SE)

L.A. County's Preference Programs

- Local Small Business Enterprise (LSBE)
- Disabled Veteran Business Enterprise (DVBE)
- Social Enterprise (SE)



**CERTIFY
CONNECT
GROW**

Local Small Business Enterprise



Eligibility Requirements:

- Small Business (SB) Certification with the California Department of General Services (DGS) or;
- Small Business Enterprise (SBE) certification with the Metropolitan Transportation Authority (L.A. Metro)
- Have its Principal Place of Business located in Los Angeles County for the last twelve (12) months



Benefits:

- 15 Day Prompt Payment on invoices
- 15% Price Preference
- Listing on the County's exclusive database of certified businesses
- VIP access to County events
- Simplified Acquisition Process



Los Angeles County Metropolitan
Transportation Authority (Metro)

Disabled Veteran Business Enterprise



Eligibility Requirements:

- Disabled Veteran Business Enterprise (DVBE) Certification with the California Department of General Services (DGS)
- Service Disabled Veteran Owned Small Business (SDVOSB) certification with the Department of Veterans Affairs
- No geographic restriction



Benefits:

- 15% Price Preference
- Listing on the County's exclusive database of certified businesses
- VIP access to County events
- Simplified Acquisition Process



U.S. Department
of Veterans Affairs

Social Enterprise



Eligibility Requirements:

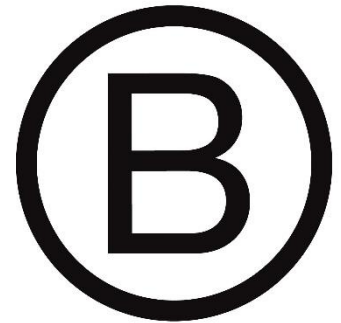
Your enterprise may qualify for certification if the principal place of business is located in Los Angeles County, or you have a major office located in Los Angeles County.

- Has been in operation for at least one (1) year providing transitional jobs, including access to supportive services to a transitional workforce employing at least 51% of a transitional workforce
- Certified by B-Corporation by B-Labs, Is incorporated as a Benefit Corporation or Social Purpose Corporation with the State of California

Benefits:

- 15% Price Preference
- Listing on the County's exclusive database of certified businesses
- VIP access to County events
- Qualify for Master Agreement with WDACS
- Simplified Acquisition Process

Certified



Corporation[®]

bcorporation.net



All Preference Programs Get 15% Bid Preference!



If you are bidding competitively on certain L.A. County solicitations, a bid price “preference” or reduction is applied to the certified business’s proposed price.

	Lowest bidder		Certified bidder
Proposers	Company 1	Company 2	Company 3
Total Proposed Price	\$165,000	\$170,000	\$185,000
Lowest Cost	\$165,000	\$165,000	\$165,000
Preference	N/A	N/A	\$24,750
Proposer's Price	\$165,000	\$170,000	\$160,250

Community Business Enterprise



Minority Owned Business (MBE):

A business owned by U.S. citizens or lawful permanent residents **which is** at least 51 percent owned and controlled by one or more minorities who are:

- Black/African
- Hispanic/Latino
- Asian/Pacific Islander
- Subcontinent Asian
- Native American

Community Business Enterprise



Women Owned Business (WBE):

A business owned by U.S. citizens or lawful permanent residents **which is** at least 51 percent owned and controlled by one or more women.

Disadvantaged Business Enterprise (DBE):

Must have certification from an authorized government agency.

- California Department of Transportation
- State and local transportation agencies

Events

OSB events provide LA County vendors an opportunity to meet and network with purchasing and contracting staff.

- Hosts 4-5 events throughout the 5 Supervisorial districts
- Exhibitors include departments from
 - County
 - State
 - Federal



Procurement Technical Assistance Center

Program Mission:

- Expand the number of businesses participating in Government contracts
- Resources and Training
- Local, State, and Federal Agencies



Procurement Technical Assistance Center

Program Services:

- Counseling Services
- Outreach to businesses
- B2B networking
- BidMatch
- Agency Trainings (A-Z topics)
- In-house Trainings

Small Business Concierge



Program Services:

- Business Workshops
- One-on-one counseling
- Referrals (i.e. funding sources, organizations, gov't entity)
- Contracting Centers (coming)
- Entrepreneur Center (coming)

Small Business Concierge



Workshops / One-on-one counseling:

- Licensing and permit process
- Fictitious Business Name i.e. DBA
- Legal structure
- Tax ID number
- Business Plans
- Navigate city, county, state, federal agencies when opening a business
- Other

Small Business Concierge



Contracting Centers:

- Getting business certified
 - LSBE
 - DVBE
 - SE
 - CBE umbrella
- Improving credit
- Access to capital
- Contract ready to **COMPETE FOR COUNTY CONTRACTS**

Thank You!

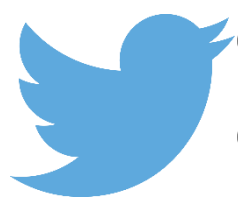


LOS ANGELES COUNTY
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Office of Small Business

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